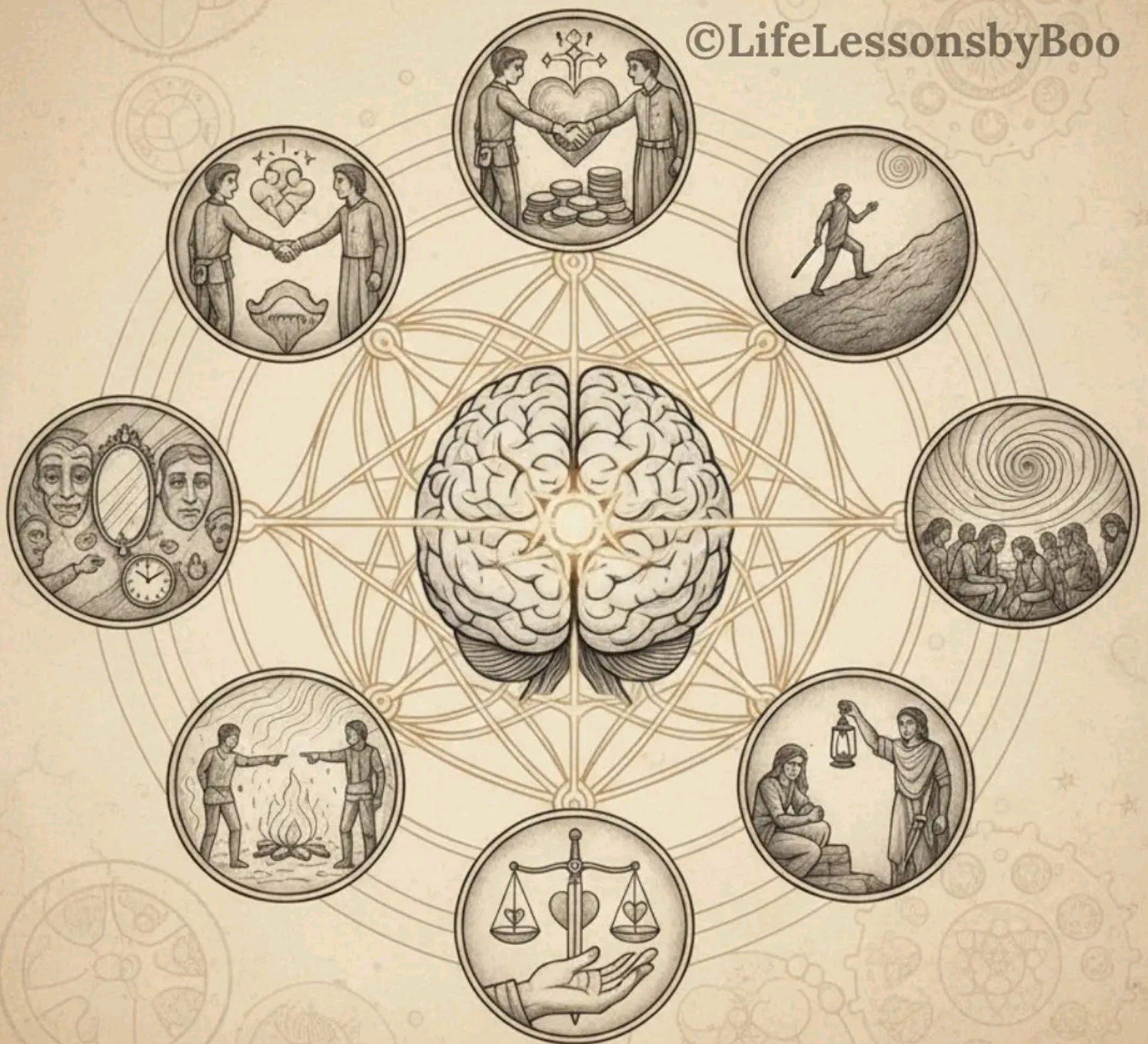


Human Nature Laws

Emotional Intelligence in Action

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1) Law of Irrationality.

Most choices are driven by feeling before logic arrives. Notice and name what you're feeling—
anxious, angry, excited—then insert a brief pause before acting. Draft and delay messages, drink water, or take five breaths. If an idea still looks smart after 24 hours, proceed. That small gap turns impulse into intention.

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2) Law of Narcissism.

Everyone filters reality through their own needs, fears, and incentives. Influence rises when you lead with their perspective: define the win for them, mirror key concerns, and ask what would make it a yes. Praise in public and keep critiques private to lower defenses and earn cooperation.

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3) Law of Role-Playing.

People wear masks—
professional, polite, protective.
Don't rely on claims or charm
alone; watch incentives,
calendars, and follow-through.

Test trust with small
commitments before big ones,
and ask behavior-based
questions like, “Tell me about
the last time you...,” so you can
judge actions, not promises.

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4) Law of Compulsive Behavior.

Patterns repeat until they're made conscious. Map three recent loops—trigger, action, result—then break the chain at the trigger by changing place, time, or tool. Replace rather than just remove: swap late-night scrolling with a 10-minute walk or a fixed shutdown routine.

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5) Law of Covetousness.

Scarcity and status inflate desire.

Before chasing the limited or exclusive, ask, “Would I want this if it were abundant and unseen?”

In marketing, use honest constraints and clear value; in relationships, choose values fit over status signals so you don't mistake rarity for worth.

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6) Law of Shortsightedness.

The brain prefers quick wins over compounding gains. Make the long term visible with streaks and weekly metrics, protect a “tiny but daily” minimum (even 15 minutes), and reward showing up, not just outcomes.

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Consistency compounds;
sporadic intensity does not.

7) Law of Defensiveness.

Criticism threatens identity and invites resistance. When giving feedback, ask for timing, then use Observation → Impact → Ask. When receiving feedback, say thanks, take a day, and extract one improvement to implement. Tact plus timing turns critique into growth.

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8) Law of Self-Sabotage.

Outcomes are usually habits in disguise, not luck. Pre-commit by scheduling important tasks and setting public checkpoints. Cut friction by defining the first five minutes of the work, then run a short weekly review: what made this harder, and what will I change next week?

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9) Law of Repression.

Unspoken feelings don't vanish; they leak as stress, sarcasm, or blowups. Write an unsent letter to clarify your thoughts, then speak with clean language: "When X happened, I felt Y, and I need Z." Build release valves—exercise, journaling, and one honest conversation a week.

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10) Law of Envy.

Envy often hides as faint praise, quiet withdrawal, or nitpicking.

Convert it into a roadmap by asking which skill the other person has that you can train.

Publicly credit others to lower the sting, mute comparison

triggers, and define your own scoreboard to stay focused.

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